



TAP PHARMACEUTICALS INC.

Bannockburn Lake Office Plaza  
2355 Waukegan Road  
Deerfield, IL 60015

October 2, 1995

TO: URP District Managers

FROM: Joe Luminiello

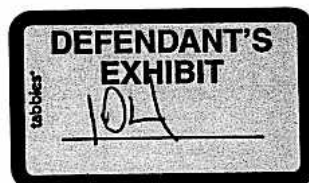
cc: Eric Otterbein  
Karen Kitchen  
Tom Siron  
Doug Durand  
Don Meek

RE: Urology Contracting Initiative

Enclosed you will find the Top 5% Account listing and an ample supply of "boiler plate" contracts.

Additional helpful information:

- ⇒ Accounts listed will receive an additional discount level of \$325.00 for purchases of 201 units or greater for the month of October only.
- ⇒ Before returning contracts to TAP, "boiler plate" should be completed to include Practice Name (Page 1), Account # (Schedule A), and listing of Urology Partners (Addendum A).
- ⇒ Effective November 1, 1995, all 319 accounts will be able to access the new contract price of \$337.50 until December 1, 1995.
- ⇒ Contracts received after December 1, 1995 will be added to the contracting system, effective the date in which they are received.
- ⇒ Managers in states in which prices are adjusted due to state tax, will find two different contracts. Please ensure to offer the proper contract in the proper state.



TAP 5057772